

**Appendix H**  
**Financial Data Per Subscriber Unit**

**US WEST Cellular of Cal.**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989					
1990					
1991					
1992					
1993					

**AirTouch - San Diego**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	1,045	619	936	426	--
1990	1,042	622	922	419	39%
1991	935	633	985	302	28%
1992	856	613	956	243	29%
1993	783	509	888	274	35%

**Sacramento Cellular Tel. Co.**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	964	1,004	898	(40)	--
1990	978	691	913	287	71%
1991	838	531	964	307	50%
1992	783	483	991	301	27%
1993	693	443	861	250	36%

**Sacramento Valley LP**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	818	481	1,307	336	--
1990	952	780	1,187	172	62%
1991	971	923	1,275	48	33%
1992	899	887	1,213	12	39%
1993	808	726	1,121	83	37%

**Appendix H**  
**Financial Data Per Subscriber Unit**

**Fresno Cellular Tel. Co.**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	\$980	\$1,360	\$1,268	(\$379)	--
1990	1,096	926	985	170	97%
1991	1,143	790	1,049	353	48%
1992	1,094	623	1,098	471	43%
1993	945	585	1,056	360	38%

**Fresno MSA Ltd. Partnership**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	0	0	0	0	--
1990	6,149	5,188	9,049	961	72%
1991	4,690	4,050	6,812	640	58%
1992	2,644	2,004	4,775	640	87%
1993	1,657	1,231	3,266	426	93%

**Santa Barbara Cell. Sys., Ltd.**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	1,173	2,638	3,076	(1,465)	--
1990	1,443	1,775	2,564	(331)	58%
1991	1,222	1,466	2,024	(245)	84%
1992	1,190	1,082	1,784	108	45%
1993	1,211	983	1,785	229	34%

**GTE Mobilnet Santa Barb. LP**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	1,106	1,045	1,515	61	--
1990	895	869	900	26	115%
1991	1,403	1,225	1,494	178	3%
1992	520	398	1,285	121	28%
1993	963	766	1,859	197	35%

**Appendix H**  
**Financial Data Per Subscriber Unit**

**Cal. RSA #2, Inc.**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989					
1990					
1991					
1992					
1993					

**Modoc RSA LP**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	\$0	\$0	\$0	\$0	--
1990	143	945	3,272	(802)	--
1991	769	1,248	1,290	(479)	151%
1992	741	1,075	1,246	(334)	42%
1993	564	628	621	(64)	169%

**Century El Centro Cellular**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989					
1990					
1991					
1992					
1993					

**Contel Cellular Inc. (RSA 7)**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989	--	--	--	--	--
1990	0	10,293	19,179	(10,293)	--
1991	1,465	2,351	2,813	(886)	1557%
1992	745	689	607	56	85%
1993	1,236	662	1,141	573	32%

**Average**

	Revenue	Operatng. Exp	Plant	Operatng. Inc.	Subscriber Growth
1989					
1990					
1991					
1992					
1993					

**Revised Sept. 13, 1994**

**Appendix I**  
**Rate Comparisons and Trends**

## Appendix I

### Rate Comparisons And Trends

#### **Los Angeles MSA LACTC vs. LASMSA**

##### **Difference in Basic Rate (LACTC - LASMSA)**

\$/MOU	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.000	0.000	0.000	0.003	0.003	0.003
1990	0.000	0.000	0.000	0.003	0.003	0.003
1991	0.000	0.000	0.000	0.003	0.003	0.003
1992	0.000	0.000	0.000	0.003	0.003	0.003
1993	0.000	0.000	0.000	0.003	0.003	0.003
%						
1989	0.0%	0.0%	0.0%	0.4%	0.5%	0.8%
1990	0.0%	0.0%	0.0%	0.4%	0.5%	0.8%
1991	0.0%	0.0%	0.0%	0.4%	0.5%	0.8%
1992	0.0%	0.0%	0.0%	0.4%	0.5%	0.8%
1993	0.0%	0.0%	0.0%	0.4%	0.5%	0.8%

##### **Average Basic Rate in Nominal \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	1.164	0.789	0.508	0.912	0.625	0.410
1990	1.164	0.789	0.508	0.912	0.625	0.410
1991	1.164	0.789	0.508	0.912	0.625	0.410
1992	1.164	0.789	0.508	0.912	0.625	0.410
1993	1.164	0.789	0.508	0.912	0.625	0.410
Change; 1989 - 1993	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

##### **Average Basic Rate in Real \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	1.164	0.789	0.508	0.912	0.625	0.410
1990	1.104	0.749	0.482	0.865	0.593	0.389
1991	1.060	0.718	0.462	0.830	0.569	0.373
1992	1.029	0.697	0.449	0.806	0.553	0.363
1993	0.999	0.677	0.436	0.783	0.537	0.352
Change; 1989 - 1993	-14.2%	-14.2%	-14.2%	-14.2%	-14.2%	-14.2%

## Appendix I

### Rate Comparisons And Trends

**S.F. Bay Area MSA**  
**BACTC vs. GTE Mobilnet LP**

#### **Difference in Basic Rate (BACTC - GTE)**

\$/MOU	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.000	0.000	-0.000	-0.053	-0.035	-0.021
1990	0.000	0.000	-0.000	-0.053	-0.035	-0.021
1991	0.000	-0.021	-0.016	-0.053	-0.048	-0.030
1992	0.000	-0.021	-0.016	-0.053	-0.048	-0.030
1993	-0.084	-0.042	-0.016	-0.106	-0.061	-0.030
<hr/>						
%						
1989	0.0%	0.0%	-0.0%	-6.7%	-6.3%	-5.4%
1990	0.0%	0.0%	-0.0%	-6.8%	-6.3%	-5.5%
1991	0.0%	-2.8%	-3.3%	-6.8%	-8.8%	-8.3%
1992	0.0%	-2.8%	-3.3%	-6.8%	-8.8%	-8.3%
1993	-7.8%	-5.7%	-3.3%	-14.4%	-11.5%	-8.3%

#### **Average Basic Rate in Nominal \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	1.150	0.775	0.494	0.818	0.573	0.389
1990	1.150	0.775	0.494	0.818	0.573	0.389
1991	1.150	0.765	0.486	0.818	0.566	0.384
1992	1.150	0.765	0.486	0.818	0.566	0.384
1993	1.108	0.754	0.486	0.791	0.560	0.384
Change; 1989 - 1993	-3.6%	-2.7%	-1.6%	-3.2%	-2.3%	-1.3%

#### **Average Basic Rate in Real \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	1.150	0.775	0.494	0.818	0.573	0.389
1990	1.091	0.735	0.468	0.776	0.543	0.369
1991	1.047	0.696	0.442	0.744	0.516	0.350
1992	1.017	0.676	0.430	0.723	0.501	0.340
1993	0.951	0.647	0.417	0.679	0.480	0.330
Change; 1989 - 1993	-17.3%	-16.5%	-15.5%	-16.9%	-16.1%	-15.3%

## Appendix I

### Rate Comparisons And Trends

**San Diego MSA**  
**US West vs. AirTouch**

#### Difference in Basic Rate (US West - AirTouch)

\$/MOU	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.000	0.000	-0.040	0.056	0.038	0.025
1990	0.000	0.000	-0.040	0.056	0.038	0.025
1991	0.000	-0.018	-0.036	-0.001	-0.013	-0.023
1992	0.000	-0.018	-0.036	-0.001	-0.013	-0.023
1993	0.000	-0.018	-0.036	-0.003	-0.016	-0.025
%						
1989	0.0%	0.0%	-10.2%	7.6%	7.4%	7.2%
1990	0.0%	0.0%	-10.2%	7.6%	7.4%	7.2%
1991	0.0%	-2.8%	-9.1%	-0.1%	-2.9%	-7.5%
1992	0.0%	-2.8%	-9.1%	-0.1%	-2.9%	-7.5%
1993	0.0%	-2.8%	-9.1%	-0.5%	-3.5%	-8.4%

#### Average Basic Rate in Nominal \$ / MOU

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.943	0.652	0.413	0.711	0.498	0.338
1990	0.943	0.652	0.413	0.711	0.498	0.338
1991	0.943	0.643	0.415	0.682	0.472	0.314
1992	0.943	0.643	0.415	0.682	0.472	0.314
1993	0.943	0.643	0.415	0.681	0.471	0.313
Change; 1989 - 1993	0.0%	-1.4%	0.5%	-4.2%	-5.5%	-7.5%

#### Average Basic Rate in Real \$ / MOU

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.943	0.652	0.413	0.711	0.498	0.338
1990	0.895	0.618	0.392	0.674	0.472	0.321
1991	0.859	0.585	0.378	0.621	0.430	0.286
1992	0.834	0.568	0.367	0.603	0.417	0.278
1993	0.810	0.552	0.356	0.584	0.404	0.268
Change; 1989 - 1993	-14.2%	-15.4%	-13.8%	-17.8%	-18.9%	-20.6%

## Appendix I

### Rate Comparisons And Trends

**Sacramento MSA**  
**SCTC vs. SVLP**

#### Difference in Basic Rate (SCTC - SVLP)

\$/MOU	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.099	0.065	0.040	0.053	0.025	0.004
1990	0.099	0.065	0.040	0.053	0.025	0.004
1991	0.099	0.065	0.040	0.053	0.025	0.004
1992	0.099	0.065	0.040	0.053	0.025	0.004
1993	0.099	0.065	0.040	0.053	0.025	0.004
%						
1989	14.9%	14.1%	12.9%	10.8%	7.4%	1.9%
1990	14.9%	14.1%	12.9%	10.8%	7.4%	1.9%
1991	14.9%	14.1%	12.9%	10.8%	7.4%	1.9%
1992	14.9%	14.1%	12.9%	10.8%	7.4%	1.9%
1993	14.9%	14.1%	12.9%	10.8%	7.4%	1.9%

#### Average Basic Rate in Nominal \$ / MOU

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.613	0.429	0.292	0.466	0.327	0.223
1990	0.613	0.429	0.292	0.466	0.327	0.223
1991	0.613	0.429	0.292	0.466	0.327	0.223
1992	0.613	0.429	0.292	0.466	0.327	0.223
1993	0.613	0.429	0.292	0.466	0.327	0.223
Change:						
1989 - 1993	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

#### Average Basic Rate in Real \$ / MOU

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.613	0.429	0.292	0.466	0.327	0.223
1990	0.581	0.407	0.277	0.443	0.310	0.211
1991	0.558	0.391	0.266	0.425	0.298	0.203
1992	0.542	0.380	0.258	0.412	0.289	0.197
1993	0.526	0.368	0.250	0.400	0.281	0.191
Change:						
1989 - 1993	-14.2%	-14.2%	-14.2%	-14.2%	-14.2%	-14.2%

## Appendix I

### Rate Comparisons And Trends

**Fresno MSA**  
**FCTC vs. FMSA LP**

#### **Difference in Basic Rate (FCTC – FMSA LP)**

\$/MOU	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.007	0.008	0.005	-0.006	-0.006	-0.006
1990	0.007	0.008	0.005	-0.006	-0.006	-0.006
1991	0.007	0.008	0.005	-0.006	-0.006	-0.006
1992	0.007	0.008	0.005	-0.006	-0.006	-0.006
1993	0.067	0.038	0.015	0.054	0.024	0.004
<hr/>						
%						
1989	0.8%	1.4%	1.3%	-0.9%	-1.3%	-2.0%
1990	0.8%	1.4%	1.3%	-0.9%	-1.3%	-2.0%
1991	0.8%	1.4%	1.3%	-0.9%	-1.3%	-2.0%
1992	0.8%	1.4%	1.3%	-0.9%	-1.3%	-2.0%
1993	8.0%	6.6%	3.9%	8.3%	5.3%	1.3%

#### **Average Basic Rate in Nominal \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.833	0.574	0.383	0.657	0.457	0.307
1990	0.833	0.574	0.383	0.657	0.457	0.307
1991	0.833	0.574	0.383	0.657	0.457	0.307
1992	0.833	0.574	0.383	0.657	0.457	0.307
1993	0.804	0.559	0.377	0.627	0.442	0.302
Change;						
1989 – 1993	-3.6%	-2.6%	-1.3%	-4.6%	-3.3%	-1.6%

#### **Average Basic Rate in Real \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.833	0.574	0.383	0.657	0.457	0.307
1990	0.791	0.545	0.363	0.623	0.434	0.291
1991	0.759	0.523	0.348	0.598	0.416	0.280
1992	0.737	0.507	0.338	0.581	0.404	0.271
1993	0.690	0.480	0.324	0.538	0.379	0.259
Change;						
1989 – 1993	-17.3%	-16.4%	-15.3%	-18.1%	-17.0%	-15.6%

## Appendix I

### Rate Comparisons And Trends

**Santa Barbara MSA**  
**SBCS vs. GTE LP**

#### **Difference in Basic Rate (SBCS - GTE LP)**

\$/MOU	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.000	-0.005	0.004	0.026	0.012	0.002
1990	0.000	-0.005	0.004	0.026	0.012	0.002
1991	0.000	-0.005	0.004	0.026	0.012	0.002
1992	0.000	-0.005	0.004	0.026	0.012	0.002
1993	0.000	-0.005	0.004	0.026	0.012	0.002
%						
1989	0.0%	-0.6%	0.8%	3.1%	2.1%	0.5%
1990	0.0%	-0.6%	0.8%	3.1%	2.1%	0.5%
1991	0.0%	-0.6%	0.8%	3.1%	2.1%	0.5%
1992	0.0%	-0.6%	0.8%	3.1%	2.1%	0.5%
1993	0.0%	-0.6%	0.8%	3.1%	2.1%	0.5%

#### **Average Basic Rate in Nominal \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	1.150	0.778	0.492	0.823	0.576	0.391
1990	1.150	0.778	0.492	0.823	0.576	0.391
1991	1.150	0.778	0.492	0.823	0.576	0.391
1992	1.150	0.778	0.492	0.823	0.576	0.391
1993	1.150	0.778	0.492	0.823	0.576	0.391
Change; 1989 - 1993	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

#### **Average Basic Rate in Real \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	1.150	0.778	0.492	0.823	0.576	0.391
1990	1.091	0.738	0.467	0.781	0.546	0.371
1991	1.047	0.708	0.448	0.749	0.524	0.356
1992	1.017	0.687	0.435	0.728	0.509	0.346
1993	0.987	0.667	0.422	0.706	0.494	0.336
Change; 1989 - 1993	-14.2%	-14.2%	-14.2%	-14.2%	-14.2%	-14.2%

## Appendix I

### Rate Comparisons And Trends

#### RSA 2

Cal. RSA #2 vs. Modoc RSA LP

#### Difference in Basic Rate (Cal. RSA #2 - Modoc RSA LP)

	Retail		Wholesale			
	60	120	480	60	120	480
\$/MOU						
1989						
1990						
1991						
1992 *						
1993	-0.020	-0.020	-0.020			
%						
1989						
1990						
1991						
1992						
1993	-2.5%	-3.6%	-5.4%			

\* Note: Rates not submitted by Cal. RSA #2 for years prior to 1993

#### Average Basic Rate in Nominal \$ / MOU

MOU / mo.	Retail		Wholesale			
	60	120	480	60	120	480
1989						
1990	0.830	0.580	0.393	0.654	0.463	0.319
1991	0.830	0.580	0.393	0.654	0.463	0.319
1992	0.830	0.580	0.393	0.654	0.463	0.319
1993	0.820	0.570	0.383	0.654	0.463	0.319
Change; 1990 - 1993	-1.2%	-1.7%	-2.5%	0.0%	0.0%	0.0%

#### Average Basic Rate in Real \$ / MOU

MOU / mo.	Retail		Wholesale			
	60	120	480	60	120	480
1989						
1990	0.787	0.550	0.372	0.620	0.439	0.303
1991	0.756	0.528	0.357	0.595	0.421	0.291
1992	0.734	0.513	0.347	0.578	0.409	0.282
1993	0.704	0.489	0.328	0.561	0.397	0.274
Change; 1990 - 1993	-10.6%	-11.1%	-11.8%	-9.5%	-9.5%	-9.5%

## Appendix I

### Rate Comparisons And Trends

**RSA 7**

**Century EC vs. Contel Cell.**

#### **Difference in Basic Rate (Century EC – Contel Cell.)**

\$/MOU	Retail			Wholesale		
	60	120	480	60	120	480
1989						
1990						
1991	0.083	0.042	0.013	0.060	0.040	0.020
1992	0.083	0.042	0.013	0.060	0.040	0.020
1993	0.083	0.042	0.013	0.060	0.040	0.020
%						
1989						
1990						
1991	8.8%	6.4%	3.0%	8.8%	8.3%	6.1%
1992	8.8%	6.4%	3.0%	8.8%	8.3%	6.1%
1993	8.8%	6.4%	3.0%	8.8%	8.3%	6.1%

#### **Average Basic Rate in Nominal \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.860	0.610	0.420	0.620	0.440	0.310
1990	0.860	0.610	0.420	0.620	0.440	0.310
1991 *	0.902	0.631	0.426	0.650	0.460	0.320
1992	0.902	0.631	0.426	0.650	0.460	0.320
1993	0.902	0.631	0.426	0.650	0.460	0.320
Change; 1989 – 1993	4.8%	3.4%	1.5%	4.8%	4.5%	3.2%

\* Note: Century El Centro was not in operation prior to 1991

#### **Average Basic Rate in Real \$ / MOU**

MOU / mo.	Retail			Wholesale		
	60	120	480	60	120	480
1989	0.860	0.610	0.420	0.620	0.440	0.310
1990	0.816	0.579	0.398	0.588	0.417	0.294
1991	0.821	0.574	0.388	0.592	0.419	0.291
1992	0.797	0.558	0.377	0.575	0.407	0.283
1993	0.774	0.541	0.366	0.558	0.395	0.275
Change; 1989 – 1993	-10.0%	-11.2%	-12.9%	-10.0%	-10.3%	-11.4%

Redacted Version -- Revised 1/27/95 per FCC Order

**Appendix J**  
**Rate Plan and Customer Data**

## Appendix J

### Rate Plan and Customer Data

#### **Los Angeles MSA**

##### **Los Angeles Cellular Telephone Company**

	Tot. No. Customers			Total	Growth Rate	
	Retail	Wholesale			Retail	Wholesale
1989						
1990						
1991						
1992						
1993						

<b>Basic</b>	Number of Customers			Percentage of Total Customers	
	Retail	Wholesale			
1989					
1990					
1991					
1992					
1993					

Free Min. Rates	0		Termina. Fee	\$0.00		
	Retail			Wholesale		
	Peak	Off-Peak	Access	Peak	Off-Peak	Access
\$/MOU						
1989	60	120	480	60	120	480
1990	1.164	0.789	0.508	0.914	0.627	0.412
1991	1.164	0.789	0.508	0.914	0.627	0.412
1992	1.164	0.789	0.508	0.914	0.627	0.412
1993	1.164	0.789	0.508	0.914	0.627	0.412

#### **NiteOwl / Plan2**

Free Min. Rates	0		Termina. Fee	\$0.00		
	Retail			Wholesale		
	Peak	Off-Peak	Access	Peak	Off-Peak	Access
\$/MOU						
prior	\$0.900	\$0.200	\$25.00	\$0.720	\$0.160	\$17.00
1989	60	120	480	60	120	480
1990	1.177	0.968	0.812	0.891	0.750	0.643
1991	1.177	0.968	0.812	0.891	0.750	0.643
1992	1.177	0.968	0.812	0.891	0.750	0.643
1993	1.177	0.968	0.812	0.891	0.750	0.643

## Appendix J

### Rate Plan and Customer Data

#### Los Angeles MSA

#### Los Angeles Cellular Telephone Company

#### Premium Value Plan

Free Min. Rates	600		Termina. Fee	\$0.00		Wholesale Peak \$0.300	Off-Peak \$0.170	Access \$190.92
	Retail Peak \$0.370	Off-Peak \$0.210	Access \$239.99					
\$/MOU	60	120	480	60	120	480		
1989								
1990	4.000	2.000	0.500	3.182	1.591	0.398		
1991	4.000	2.000	0.500	3.182	1.591	0.398		
1992	4.000	2.000	0.500	3.182	1.591	0.398		
1993	4.000	2.000	0.500	3.182	1.591	0.398		

#### High Value

Free Min. Rates	475		Termina. Fee	\$175.00		Wholesale Peak \$0.310	Off-Peak \$0.170	Access \$158.37
	Retail Peak \$0.380	Off-Peak \$0.210	Access \$199.99					
\$/MOU	60	120	480	60	120	480		
1992								
1993	3.333	1.667	0.420	2.640	1.320	0.333		

## Appendix J

### Rate Plan and Customer Data

#### Los Angeles MSA

#### Los Angeles Cellular Telephone Company

##### Standard Value Plan

1 yr contract

Free Min. Rates	170		Termina. Fee	\$150.00	Wholesale		
	Retail Peak	Off-Peak	Access	Peak	Off-Peak	Access	
\$/MOU	60	120	480	60	120	480	
1992	1.667	0.833	0.440	1.283	0.642	0.350	
1993							

##### Convenience Val.

1 yr contract

Free Min. Rates	80		Termina. Fee	\$100.00	Wholesale		
	Retail Peak	Off-Peak	Access	Peak	Off-Peak	Access	
\$/MOU	60	120	480	60	120	480	
1992	1.167	0.709	0.459	0.877	0.540	0.363	
1993							

##### Advantage Value

1 yr contract

Free Min. Rates	320		Termina. Fee	\$175.00	Wholesale		
	Retail Peak	Off-Peak	Access	Peak	Off-Peak	Access	
\$/MOU	60	120	480	60	120	480	
1992	2.500	1.250	0.428	1.962	0.981	0.340	
1993							

## Appendix J

### Rate Plan and Customer Data

#### **Los Angeles MSA**

##### **Los Angeles SMSA LP**

	Tot. No. Customers		Total	Growth Rate	
	Retail	Wholesale		Retail	Wholesale
1989					
1990					
1991					
1992					
1993					

##### **Basic**

	Number of Customers		Percentage of Total Customers	
	Retail	Wholesale		
1989				
1990				
1991				
1992				
1993				

Free Min. Rates	0		Termina. Fee	\$0.00		
	Retail			Wholesale		
	Peak	Off-Peak	Access	Peak	Off-Peak	Access
\$/MOU	60	120	480	60	120	480
1989	1.164	0.789	0.508	0.910	0.624	0.408
1990	1.164	0.789	0.508	0.910	0.624	0.408
1991	1.164	0.789	0.508	0.910	0.624	0.408
1992	1.164	0.789	0.508	0.910	0.624	0.408
1993	1.164	0.789	0.508	0.910	0.624	0.408

#### **Personal Communications Plan**

Free Min. Rates	Termina. Fee		\$0.00			
	Retail		Wholesale			
	Peak	Off-Peak	Access	Peak	Off-Peak	Access
\$/MOU	60	120	480	60	120	480
1989	1.177	0.968	0.812	0.891	0.750	0.643
1990	1.177	0.968	0.812	0.891	0.750	0.643
1991	1.177	0.968	0.812	0.891	0.750	0.643
1992	1.177	0.968	0.812	0.891	0.750	0.643
1993	1.177	0.968	0.812	0.891	0.750	0.643

## Appendix J

### Rate Plan and Customer Data

#### Los Angeles MSA

#### Los Angeles SMSA LP

#### Premium Svc. Plan

Free Min. Rates	550		Termina.	Fee	\$0.00		
	Retail Peak	Off-Peak	Access	Wholesale Peak	Off-Peak	Access	
\$/MOU	60	120	480	60	120	480	
1989							
1990	3.983	1.992	0.498	No wholesale eq. rate			
1991	3.983	1.992	0.498				
1992	3.983	1.992	0.498				
1993	3.983	1.992	0.498				

#### Corp. / Vol.

1 yr contract

#### 1-24 users

Free Min. Rates	0		Termina.	Fee	\$150.00		
	Retail Peak	Off-Peak	Access	Wholesale Peak	Off-Peak	Access	
\$/MOU	60	120	480	60	120	480	
1990	1.164	0.789	0.508				
1991	1.164	0.789	0.508				
1992	1.164	0.789	0.508				
1993	1.164	0.789	0.508				

#### 50-99 users

Free Min. Rates	0		Termina.	Fee	\$150.00		
	Retail Peak	Off-Peak	Access	Wholesale Peak	Off-Peak	Access	
	60	120	480	60	120	480	
1990	1.089	0.714	0.464				
1991	1.089	0.714	0.464				
1992	1.089	0.714	0.464				
1993	0.925	0.633	0.414				

## Appendix J

### Rate Plan and Customer Data

#### Los Angeles MSA

#### Los Angeles SMSA LP

##### Super Val.-80

1 yr contract

Free Min. Rates	80		Termina. Fee	\$150.00	Wholesale		Access \$16.00
	Retail Peak \$0.410	Off-Peak \$0.240	Access \$69.99	Peak \$0.679	Off-Peak \$0.151		
\$/MOU	60	120	480	60	120	480	
1992							
1993	1.167	0.709	0.459	0.840	0.707	0.607	

##### Super Val.-170

1 yr contract

Free Min. Rates	170		Termina. Fee	\$150.00	Wholesale		Access
	Retail Peak \$0.390	Off-Peak \$0.230	Access \$99.99	Peak	Off-Peak		
\$/MOU	60	120	480	60	120	480	
1992							
1993	1.667	0.833	0.440	0.000	0.000	0.000	

##### Super Val.-475

Free Min. Rates	475		Termina. Fee	\$150.00	Wholesale		Access
	Retail Peak \$0.380	Off-Peak \$0.210	Access \$199.99	Peak	Off-Peak		
\$/MOU	60	120	480	60	120	480	
1992							
1993	3.333	1.667	0.420	0.000	0.000	0.000	

## Appendix J

### Rate Plan and Customer Data

#### S.F. Bay Area MSA

##### Bay Area Cellular Telephone Company

	Tot. No. Customers		Growth Rate		
	Retail	Wholesale	Total	Retail	Wholesale

1989

1990

1991

1992

1993

##### Basic

	Number of Customers		Percentage of Total Customers		
	Retail	Wholesale			

1989

1990

1991

1992

1993

##### Free Min. Rates

	0 Termina. Fee				
	Retail	Access			
	Peak	varied			

\$0.00

Wholesale

Peak

\$0.360

Off-Peak

\$0.160

Access

varied

##### \$/MOU

1989

1990

1991

1992

1993

60

1.150

1.150

1.150

1.067

120

0.775

0.775

0.754

0.733

480

0.494

0.494

0.478

0.478

60

0.791

0.791

0.791

0.738

120

0.555

0.555

0.543

0.529

480

0.379

0.379

0.369

0.369

#### Personal Communications Plan

1 yr contract

##### Free Min. Rates

	0 Termina. Fee				
	Retail	Access			
	Peak	\$25.00			

\$0.00

Wholesale

Peak

\$0.720

Off-Peak

\$0.160

Access

\$17.00

##### \$/MOU

1989

1990

1991

1992

1993

60

1.177

1.177

1.177

1.177

120

0.968

0.968

0.968

0.968

480

0.812

0.812

0.812

0.812

60

0.891

0.891

0.891

0.891

120

0.750

0.750

0.750

0.750

480

0.643

0.643

0.643

0.643

**Appendix J**  
**Rate Plan and Customer Data**

**S.F. Bay Area MSA**

**Bay Area Cellular Telephone Company**

**Security Plan**  
1 yr contract

Free Min. Rates	5		Termina. Fee Access \$200.00 \$29.99	Wholesale Peak \$0.680	Off-Peak \$0.160	Access \$20.99
	Retail Peak \$0.850	Off-Peak \$0.200				
\$/MOU	60	120	480	60	120	480
1989						
1990						
1991						
1992						
1993	1.160	0.940	0.775	0.878	0.727	0.614

**Occasional Contract**  
1 yr contract

	Free Min.		30		Termina. Fee Access \$200.00	
	Retail Peak \$0.450	Off-Peak \$0.200	Access \$49.99	Wholesale Peak \$0.360	Off-Peak \$0.160	
\$/MOU	60	120	480	60	120	480
1992						
1993	1.033	0.717	0.479	0.712	0.516	0.369

**Standard Contract**  
1 yr contract

	Free Min.		110		Termina. Fee Access \$200.00	
	Retail Peak \$0.440	Off-Peak \$0.200	Access \$79.99	Wholesale Peak \$0.352	Off-Peak \$0.160	
\$/MOU	60	120	480	60	120	480
1992						
1993	1.333	0.699	0.469	0.952	0.502	0.361

**Appendix J**  
**Rate Plan and Customer Data**

**S.F. Bay Area MSA**

**Bay Area Cellular Telephone Company**

**Value Contract Plan**

1 yr contract

		Retail		Free Min.	215	Termina. Fee	\$200.00
		Peak	Off-Peak	Access	Wholesale		
		\$0.420	\$0.200	\$119.99	Peak	Off-Peak	Access
\$/MOU		60	120	480	60	120	480
	1992						
	1993	2.000	1.000	0.458	1.485	0.743	0.352

**Advantage Contract**

1 yr contract

		Retail		Free Min.	325	Termina. Fee	\$200.00
		Peak	Off-Peak	Access	Wholesale		
		\$0.400	\$0.200	\$159.99	Peak	Off-Peak	Access
\$/MOU		60	120	480	60	120	480
	1992						
	1993	2.667	1.333	0.450	2.018	1.009	0.345

**Premium Contract**

1 yr contract

		Retail		Free Min.	435	Termina. Fee	\$200.00
		Peak	Off-Peak	Access	Wholesale		
		\$0.380	\$0.200	\$199.99	Peak	Off-Peak	Access
\$/MOU		60	120	480	60	120	480
	1992						
	1993	3.333	1.667	0.449	2.538	1.269	0.343

**Appendix J**  
**Rate Plan and Customer Data**

**S.F. Bay Area MSA**

**Bay Area Cellular Telephone Company**

**Executive Rate Plan**

	Retail Peak \$0.410	Off-Peak \$0.300	Access \$199.00	Free Min.	400	Termina. Fee	\$0.00
				Wholesale Peak \$0.328	Off-Peak \$0.240	Access \$151.50	
<b>\$/MOU</b>	<b>60</b>	<b>120</b>	<b>480</b>	<b>60</b>	<b>120</b>	<b>480</b>	
1991	3.317	1.658	0.479	2.525	1.263	0.367	
1992	3.317	1.658	0.479	2.525	1.263	0.367	
1993	3.317	1.658	0.479	2.525	1.263	0.367	

## Appendix J

### Rate Plan and Customer Data

#### S.F. Bay Area MSA

##### GTE Mobilnet LP

	Tot No. Customers			Growth Rate	
		Retail	Wholesale	Total	Retail
1989					
1990					
1991					
1992					
1993					
<b>Basic</b>	<b>Number of Customers</b>				<b>Percentage of Total Customers</b>
	Retail	Wholesale			
1989					
1990					
1991					
1992					
1993					
<b>Free Min. Rates</b>	<b>0</b>	<b>Termina. Fee</b>	<b>\$0.00</b>		
	Retail			Wholesale	
	Peak	Off-Peak		Peak	
	\$0.450	\$0.200		\$0.380	
			Access		Off-Peak
			\$45.00		\$0.160
					Access
					\$30.50
<b>\$/MOU</b>	<b>60</b>	<b>120</b>	<b>480</b>	<b>60</b>	<b>120</b>
1989	1.150	0.775	0.494	0.844	0.590
1990	1.150	0.775	0.494	0.844	0.590
1991	1.150	0.775	0.494	0.844	0.590
1992	1.150	0.775	0.494	0.844	0.590
1993	1.150	0.775	0.494	0.844	0.590

#### Basic Contract 1 yr contract

	Free Min. Rates	0		Termina. Fee	\$200.00		
		Retail	Wholesale			Access	Peak
		Peak		Off-Peak			
		\$0.450		\$0.200			
					Access		
					\$39.50		
						Peak	
						\$0.380	
							Off-Peak
							\$0.160
							Access
							\$26.77
<b>\$/MOU</b>	<b>60</b>	<b>120</b>	<b>480</b>	<b>60</b>	<b>120</b>	<b>480</b>	
1989							
1990	1.058	0.729	0.482	0.782	0.559	0.392	
1991	1.058	0.729	0.482	0.782	0.559	0.392	
1992	1.058	0.729	0.482	0.782	0.559	0.392	
1993	1.058	0.729	0.482	0.782	0.559	0.392	

**Appendix J**  
**Rate Plan and Customer Data**

**S.F. Bay Area MSA**

**GTE Mobilnet LP**

**Personal Comm.**  
1 yr contract

	Free Min. Rates	Termina. Fee		\$170.00			Wholesale Access	Off-Peak	Access	
		Retail Peak	Off-Peak	Access	Peak	\$0.900	\$0.200	\$22.00	\$0.720	\$0.160
<b>\$/MOU</b>		60	120	480	60			120		480
1989		1.127	0.943	0.806	0.857			0.733		0.639
1990		1.127	0.943	0.806	0.857			0.733		0.639
1991		1.127	0.943	0.806	0.857			0.733		0.639
1992		1.127	0.943	0.806	0.857			0.733		0.639
1993		1.127	0.943	0.806	0.857			0.733		0.639

**Security**  
1 yr contract

	Free Min.	Termina. Fee			\$200.00		
		Retail Peak	Off-Peak	Access	Wholesale Peak	Off-Peak	Access
		\$1.500	\$1.500	\$15.00	\$1.200	\$1.200	\$10.20
<b>\$/MOU</b>		60	120	480	60	120	480
1992		1.750	1.625	1.531	1.370	1.285	1.221
1993		1.750	1.625	1.531	1.370	1.285	1.221

**Basic Value**  
1 yr contract

	Free Min.	30			Termina. Fee		\$200.00
		Retail Peak	Off-Peak	Access	Wholesale Peak	Off-Peak	
		\$0.400	\$0.400	\$49.95	\$0.320	\$0.320	\$35.97
<b>\$/MOU</b>		60	120	480	60	120	480
1992		1.033	0.716	0.479	0.760	0.540	0.375
1993							